

How to buy Prederi services

Prederi services can be purchased using a variety of routes depending on your service requirement and the price of that requirement. The information set out in this document is for UK public sector organisations looking to procure our services. For lower price services, procurement can be undertaken directly by the buyer. For higher price services, or if you would like to access a wider range of suppliers, a Framework can be used to invite tender responses to your service requirement.

Public procurement should be undertaken according to the regulations set out in the Public Contracts Regulations 2015.

http://www.legislation.gov.uk/uksi/2015/102/pdfs/uksi_20150102_en.pdf

Procurement options

The financial thresholds for each type of procurement will be set out in your organisation's standing financial instructions (or equivalent), with the exception of the threshold for OJEU (Official Journal of the European Union) compliant tendering, which is set by the EU.

Procurement options typically include:

- **Direct single tender:** Low price services can be directly purchased with a supplier. Typically, the value threshold for this type of procurement will be for services less than £10,000 (please refer to your standing financial instructions or equivalent).
- **Three quotes:** For slightly higher price services, a minimum of three quotes must be obtained from suitable suppliers. Typically, the value threshold for this type of procurement will be for services less than £35,000 (please refer to your standing financial instructions or equivalent).
- **Mini competition:** For higher price services, a mini competition must be held where suppliers are invited to submit a tender response to the service requirement. The threshold for this is type of procurement will be for services priced lower than the EU threshold for OJEU tendering.
- **OJEU compliant tendering:** For higher price services, OJEU compliant tendering must be undertaken. The thresholds for this type of procurement are set by the EU and are currently £111,676 for services procured by central government, and £172,514 for services procured by other public sector buyers. Tenders exceeding these values must be listed in the OJEU and must follow the OJEU tender procedures.

Framework procurement

Procurement can be undertaken through the use of a Framework. Frameworks offer security to the buyer, as the suppliers have been selected for the Framework based on their capability and capacity, and maximum day rates for services are pre-agreed. Frameworks are divided into Lots, and buyers can invite suppliers from the most suitable Lot to respond to their requirements. Where appropriate, multiple Lots can be invited.

Prederi can access opportunities on a number of Frameworks. We are members of:

- **Management Consultancy Framework** for health and community consulting services
- **Management Consultancy Framework 2** for business consultancy services
- **Consult 18: Multidisciplinary Consultancy Services** for health consulting services
- **G-Cloud Framework** for cloud based IT services
- **Digital Outcomes and Specialists Framework (DOS)** for digital services
- **Elis Framework** for health consulting services
- **Regulators' Framework** for economic and financial services
- **ESPO Framework** for public health and strategic IT services
- **Bloom** for business strategy, health and change management services.

Current Prederi Frameworks

Management Consultancy Framework (MCF)

The framework provides management consultancy advice for central government, arms-length bodies, non-departmental public bodies and the wider public sector.

Prederi is on Lot 5 Health and Community.

Buying procedure

The buyer must develop a Statement of Requirements setting out the service that will be procured, identify the Lot or Lots that best meet your requirements, and then one of two routes can be pursued.

Route 1: Direct ordering without a further competition

A Customer may only award a direct Call Off Contract for Services under this Framework Agreement without holding a further competition where it is no longer than nine months in length.

1. Develop a Statement of Requirements.
2. Select the Framework supplier capable of delivering the service by applying the Direct Award Criteria (evaluation criteria) to achieve the most economically advantageous solution.
3. Award the Call-Off Contract with the successful supplier.

Route 2: Further competition procedure

1. Shortlist suppliers using service filters, requesting expressions of interest or holding a conference call.
2. Develop a Statement of Requirements.
3. Refine the Call-Off Contract to reflect the requirements (in accordance with the Regulations and Guidance).
4. Invite tenders by conducting a Further Competition Procedure.
5. Select the Framework supplier capable of delivering the service by applying the Further Competition Award Criteria (evaluation criteria).
6. Award the Call-Off Contract with the successful supplier.

Contact: info@crowncommercial.gov.uk

Management Consultancy Framework 2 (MCF2)

MCF2 complements RM3745 Management Consultancy Framework (MCF), offering a range of consultancy services.

Prederi is on Lot 1 Business consultancy services.

Although Prederi is not directly on the other MCF2 Lots, we are able to access Lot 3 Complex and transformation consultancy and Lot 4 Strategic consultancy services as a sub-contractor.

Buying procedure

The buyer must develop a Statement of Requirements setting out the service that will be procured, identify the Lot or Lots that best meet your requirements, and then one of two routes can be pursued.

Route 1: Direct ordering without a further competition

A Customer may only award a direct Call Off Contract for Services under this Framework Agreement without holding a further competition where it is no longer than nine months in length.

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3. Refine the Call-Off Contract to reflect the requirements (in accordance with the Regulations and Guidance).
4. Invite tenders by conducting a Further Competition Procedure.
5. Select the Framework supplier capable of delivering the service by applying the Further Competition Award Criteria (evaluation criteria).
6. Award the Call-Off Contract with the successful supplier.

Contact: info@crowncommercial.gov.uk

Consult 18: Multidisciplinary Consultancy Services

The Consult 18 Framework is managed by NHS Shared Business Services for the delivery of consultancy services to NHS bodies, local authorities, other government departments or non-departmental public bodies charged with the delivery of healthcare or health related services.

Prederi is on the following Lots:

- Lot 1 Healthcare Business Consultancy – Leadership, Governance & Strategy
- Lot 2 Healthcare Service, Development & Transformation
- Lot 4 Health & Community
- Lot 5 IT Consultancy
- Lot 6 Finance
- Lot 10 Ancillary Consultancy Services

Buying procedure

The buyer must develop a Statement of Requirements setting out the service that will be procured, identify the Lot or Lots that best meet your requirements, and then one of two routes can be pursued.

Route 1: Direct ordering

1. Issue an Initial Call Off Notice providing basic information on the services to be procured and indicate whether a mini competition will be used or whether the services will be acquired direct from the supplier.
2. Develop the Business Requirements.
3. Supplier to respond to the Business Requirements.
4. Award the Call-Off Contract with the successful supplier.

Route 2: Mini-competition procedure

1. Issue an Initial Call Off Notice providing basic information on the services to be procured and indicate whether a mini competition will be used or whether the services will be acquired direct from the supplier.
2. Develop the Business Requirements.
3. Supplier to respond to the Business Requirements.
4. Buyer to evaluate the supplier proposals in accordance with the evaluation criteria:
 - Quality 50-70%
 - Price 30-50%
5. Award the Call-Off Contract with the successful supplier.

Contact: NSBS.contractenquiries@nhs.net / 0161 212 3940

G-Cloud Framework

The G-Cloud Framework is available for use by all government departments, devolved administrations, local authorities, wider public sector bodies and arm's length bodies. The Framework is primarily for the procurement of cloud based IT services on a direct award basis.

The G-Cloud Framework is refreshed on a regular basis. The most current services are offered through G-Cloud 10.

Buying procedure

G-Cloud services are showcased via an online catalogue called the Digital Marketplace. Suppliers provide a service definition document for each service offered, and buyers can contract directly with suppliers using the call-off agreement and order form for services offered through G-Cloud.

Prederi services on G-Cloud

Prederi offer the following services through G-Cloud 10:

Service	Service ID & Link
Emergency Services: Using ICT to Optimise Emergency Services	Service ID 3234 2542 2469 949
Health and Social Care Economy: Using IT and Cloud Services to Share Records between Providers	Service ID 1373 3128 6815 324
Healthcare Providers: Optimising IT to Enable Integrated Care	Service ID 3350 1688 2253 463
Health Providers: Using Digital Solutions to enhance Patient Experience and Streamline Care Delivery	Service ID 6949 4795 6577 889
Home Office: Using IT and Cloud Services to Optimise Delivery of Immigration Management Services	Service ID 9211 8558 9489 288
ICT Commissioning	Service ID 7296 2261 6180 806
Local Government: Using IT to Optimise Delivery of Citizen Services	Service ID 5855 3688 6135 613
Ministerial Departments: ICT for Improved Subsidies and Grants	Service ID 2404 6372 4131 812
Ministry of Defence (MoD): Using IT to Optimise Defence Business Management	Service ID 1826 7129 1869 788
Ministry of Justice: Using IT and Cloud Services to enable Interoperable Working & Online Services	Service ID 1105 2610 7423 665
Research Organisations and Funders: Using IT and Cloud Services to Exchange and Share Information	Service ID 4328 9420 0185 819

Link: <https://www.gov.uk/digital-marketplace>

Elis Group 2.0

The Elis Group Framework is designed to enable Elis Group CSUs to access additional capability and capacity in order to provide effective and quality commissioning support to CCGs.

Prederi is on three Lots of the Elis Framework:

- Lot 1a Best Practice Research, Academic Research and Expertise
- Lot 1b Health Economics
- Lot 2a Organisational Development and Systems Development
- Lot 2b Financial Modelling and Analysis.

Buying procedure

The buyer must develop a Statement of Requirements setting out the service that will be procured, identify the Lot or Lots that best meet your requirements, and then one of two routes can be pursued.

Route 1: Direct ordering without a further competition

1. Develop the Statement of Requirements.
2. Identify Framework suppliers capable of delivering the specific requirements.
3. Select the Framework supplier capable of delivering the service by applying the Direct Award Criteria (evaluation criteria) to achieve the most economically advantageous solution.
4. Award the service to the chosen supplier.

Route 2: Further competition procedure

1. Develop the Statement of Requirements.
2. Identify Framework suppliers capable of supplying the proposed service.
3. Refine the Call-Off Terms to reflect the requirements (in accordance with the Regulations and Guidance).
4. Invite suppliers to participate in the further competition by submitting a tender setting out their proposal in respect of the Statement of Requirements.
5. Select the Framework supplier capable of delivering the service by applying the Further Competition Award Criteria (evaluation criteria).
6. Award the service to the chosen supplier.

Contact: Elisframework@nelcsu.nhs.uk

Regulators' Framework

The Regulators' Framework is for regulatory bodies and other public bodies (including Government departments and agencies, and the NHS) to procure economic and financial services.

Prederi is on five Lots of the Regulator's Framework:

- Sub-lot 3d Economic Appraisal
- Sub-lot 4i Cost Analysis
- Sub-lot 4j Financial Modelling (UK and International)
- Sub-lot 4k International Reporting Standards (IFRS)
- Sub-lot 6 Project Management.

Buying procedure

The buyer must develop a statement of requirements setting out the service that will be procured, identify the Lot or Lots that best meet your requirements, and then one of two routes can be pursued.

Route 1: Direct award

Direct award can be used if the buyer can identify a provider that can you're your statement of requirements, from the providers' catalogue of services (this means the fee rates for the services/sub-lots we are on). The buyer can then contact the supplier to confirm that the supplier can and will provide the service, and the supplier then submits a written quotation for consideration by the buyer (or declines if they can't provide the service).

Route 2: Further competition procedure

If the buyer cannot identify a single supplier to provide the required service, further competition can be used. This invites all framework service providers who can meet the statement of requirements. For simple work this would be all providers in the most appropriate sub-lot, and for more complex work, this would be all providers across multiple appropriate sub-lots.

Interested suppliers will provide proposals for the requirement, and the buyer must then select the Framework supplier capable of delivering the service by applying the Further Competition Award Criteria (evaluation criteria):

- Quality 20-80% (Sub-criteria and weightings to be defined by the buyer).
- Price 20-80% (Sub-criteria and weightings to be defined by the buyer).

Contact: john.cole@ofgem.gov.uk

Digital Outcomes and Specialists 3

The Digital Outcomes and Specialists (DOS) Framework is available for use by all government departments, devolved administrations, local authorities, wider public sector bodies and arm's length bodies. The Framework is primarily for the procurement of specialists for work on specific digital projects.

Prederi is on two Lots of the Digital Outcomes and Specialists Framework:

- Lot 1: Digital Outcomes
- Lot 2: Digital Specialists

Buying procedure

The buyer must develop a brief setting out what is required of the supplier and follow the further competition procedure for both Lot 1 and Lot 2.

Further competition procedure

1. The buyer must prepare a brief detailing what they need from the supplier and the outcome they want to achieve, and indicate their evaluation method and criteria for assessing suppliers and the timetable for evaluation.
2. The buyer must produce a list of all capable suppliers to meet their requirements, and publish the brief and evaluation process to all on the list.
3. Buyers must answer a series of yes/no questions set by the buyer and categorised as either essential or desired. Only those suppliers that answer positively to all the essential questions will proceed to the next stage.
4. A further set of yes/no questions or qualitative questions can be asked to further shorten the list of eligible suppliers if necessary.
5. Invite the shortlisted suppliers to further evaluation as indicated when the brief was issued:
 - For Lot 1: Digital Outcomes this could include providing a proposal; providing case studies; a presentation/pitch; an interview; or providing references.
 - For Lot 2: Digital Specialists this could include providing a profile; providing a proposal; providing case studies; a presentation; an interview; a test; or providing references.
6. The buyer must evaluate suppliers against the evaluation criteria:
 - Technical merit and functional fit 10-75%
 - Cultural fit 5-20%
 - Price 20-85%
7. Award the call-off contract to the successful supplier.

Link: <https://www.gov.uk/digital-marketplace>

ESPO Framework

The Eastern Shires Purchasing Organisation (ESPO) Framework is primarily for use by local authorities served by ESPO, the Framework is also open for use by the following classifications of user throughout all administrative regions of the UK:

- Local authority councils
- Educational establishments, including academies
- Police, fire & rescue and coastguard emergency services
- National Health Service (NHS) and Health & Social Care for Northern Ireland (HSC) Bodies, including ambulance services;
- Central Government Departments and their Agencies
- Registered charities
- Registered social landlords.

Prederi is on two Lots of the ESPO Framework:

- Lot 4a: Public Health
- Lot 6b: Strategic IT Services

Buying procedure

Further competition procedure

1. The buyer must develop a Statement of Requirement setting out its requirements for the services and identify the Framework Service Providers capable of supplying the services.
2. Invite tenders by conducting a further competition and invite Framework Service Providers to set out their proposals in relation to the Statement of Requirement.
3. Apply the Further Competition Award Criteria to compliant tenders:
 - Non-price 60%
 - Price 40%
4. Award the call-off contract to the successful supplier.

BLOOM

Bloom (formerly NEPRO) is a neutral vendor for public sector procurement. Any public sector organisation can become a member of Bloom and use it for procurement of services. Prederi is a registered supplier with Bloom for a range of services including:

- Health and wellbeing (e.g. Public health, commissioning and decommissioning, service transformation and rationalisation, primary care)
- Business strategy (e.g. business planning, services transformation and rationalisation, commissioning, corporate operational planning, development of shared services procurement)
- Organisation and change management (e.g. strategic change, technological change, culture change, re-engineering systems and processes, value for money, leadership development)
- Education and learning (e.g. skills training)
- ICT (e.g. ICT management and ICT infrastructure).

Buying procedure

The buyer must develop a statement of requirements setting out the service that will be procured and then one of two routes can be pursued.

Route 1: Direct award

Direct award can be used for any requirement where appropriate or preferable, for example an existing or niche supplier offering services integral to a project.

Route 2: Mini competition procedure

Mini competition can be used to invite appropriate framework service providers to provide a proposal for the work.

Link: <https://bloom.services>